

## Message Text

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PAGE 01 MOSCOW 10514 041433Z

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 L-03 H-03 CIAE-00 INR-10

NSAE-00 RSC-01 PA-03 PRS-01 USIA-15 RSR-01 /074 W

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P 041316Z SEP 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC PRIORITY 1642

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E.O. 11652: N/A

TAGS: BDIS UR

SUBJ: LASALLE MACHINE TOOL DISPUTE WITH STANKOIMPORT

REF: A) STATE 174364;B) STATE 153414; C) MOSCOW 9709

1. EMBASSY OFFICER CALLED ON STANKIOMPORT PRESIDENT IVAN M. MASLOV AND DIRECTOR I.I. PENEV, MORNING SEPT 4, REGARDING LASALLE COMPLAINT, OUTLINING FACTS AS SET FORTH IN REFTELS.

2. MASLOV AND PENEV CONFIRMED RECEIPT LASALLE TELEGRAMS OF AUG 24 AND 30 MENTIONED REFTEL A, BUT STRONGLY DENIED HAVING MADE ANY ORAL AGREEMENT WITH LASALLE EXEC VP GOOD THAT PAYMENT WOULD BE MADE THIS FALL, I.E., 15 DAYS AFTER PRESENTATION OF SHIPPING DOCUMENTS FOLLOWING SHIPMENT IN SEPTEMBER AND OCTOBER (REFTEL C). REFERRED TO TELEGRAM WHICH STANKOIMPORT SENT TO LASALLE JULY 17 (STAMKOIMPORT NUMBER 13418) PARA TWO OF WHICH STATED IN ENGLISH THAT "PAYMENT CAN BE EFFECTED ONLY IN JANUARY 1974." ALSO SAID THAT THEY HAD EXPLAINED ALL FACTS TO MR. GRAY, EXECUTIVE VICE PRESIDENT US NATIONAL MACHINE TOOL ASSOCIATION, WHO HAD VISITED STAMKOIMPORT OFFICES PREVIOUS DAY (SEPT 3).

3. IN MIDST OF CONVERSATION, DURING WHICH EMBASSY OFFICER NOTED EXTREME DIFFICULTIES LASALLE WOULD HAVE IN FULFILLING FURTHER STAMKOIMPORT ORDERS AND ALSO POSSIBLE EMBARRASSMENT FOR USSR IN CONNECTION WITH PUBLICITY ON SHIPMENT SHCEDULED TO LEAVE PORT OF DETROIT THIS WEEK, MASLOV WAS HANDED A  
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PAGE 02 MOSCOW 10514 041433Z

NOTE BY HIS SECRETARY. AFTER READING IT, MASLOV SAID THAT

HE MIGHT HAVE SOME FAVORABLE NEWS ON EARY PAYMENT "WITHIN ONE WEEK". HE LATER MENTIONED POSSIBILITY OF PAYMENT PRIOR TO ARRIVAL OF SHIP AT SOVIET PORT.

4. DURING CONVERSATION MASLOV REPEATEDLY STRESSED GOOD RELATIONS STAMKOIMPORT HAS ENJOYED WITH LASALLE AND OTHER US MACHINE TOOL FIRMS OVER PREVIOUS YEARS AND HIS UNDER- STANDING OF FIRM'S DIFFICULTIES. INDICATED WOULD DO ALL POSSIBLE TO ARRANGE EARLY PAYMENT BUT CLAIMED "AT PRESENT" NO FUNDS AVAILABLE UNTIL 1 JANUARY 1974.

5. EMBASSY COMMENT: WE SUGGEST IMMEDIATE FURTHER PRESSURE ON STAMKOIMPORT BY LASALLE. REQUEST EMBASSY BE INFORMED DATES OF FURTHER TELEGRAMS SENT AND RESPONSE IF ANY IF NECESSARY WE WILL THEN MAKE NEW APPROACH TO STANKOIMPORT EARLY NEXT WEEK.  
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